

**MINUTES OF THE MEETING OF THE BOARD OF DIRECTORS
OF GATEWAY TO L.A. PBID INC.
CALIFORNIA NONPROFIT MUTUAL BENEFIT CORPORATION
March 8, 2007**

The board of directors meeting of Gateway to L.A. PBID, Inc. a California nonprofit mutual benefit corporation was held on March 8, 2007 at 8:00 a.m. at the Sheraton Gateway LAX hotel, Los Angeles.

35 individuals attended the meeting as follows:

- Grant Coonley, Hilton Los Angeles Airport
- Michael Payton, Crowne Plaza LAX
- Conrad Klingenstein, Jamison Properties
- Steven Hall, Marriott LAX
- Charles T. Fort, Sheraton Four Points
- Babette Shade, Sheraton Gateway LAX
- David Nagel, Decron Properties
- Karin Howell, Carlsberg Management
- Robin Dean, Decron Properties
- Lauren Thompson, Decron Properties
- Teresa Reyes, Arden Realty
- Bruce Nahid, LAT Investment
- Barbara Martinoff, LAWA
- Tommy Spencer, Holiday Inn LAX
- Marco Lam, Parking Spot
- Connie Bass, The Encounter Restaurant
- Jeanne Breunig, LAWA / RAD
- Richard Lutz, LAWA / RAD
- Don Duckworth, Westchester BID
- John Chen, LADWP
- John Yu, LADWP
- Joe Maturino, Bureau of Sanitation
- Rene Spencer, Bureau of Sanitation
- Dan Meyers, Bureau of Sanitation
- Bud Ovrom, Mayor's Office
- Terry Manocchio, Office of Finance
- Gabriel Sermenio, Mayor's Office
- John Brady, Mayor's Office
- Edgar Saenz, Rep. Maxine Waters
- John Ruhlen, Westchester Streetscape
- Miki Payne, HB Drollinger
- Eric Glyn-Davies, HB Drollinger
- John Howland, Cerrell Assoc.
- Jim Sakalis, Gateway to L.A.
- Laurie Hughes, Gateway to L.A.

1. WELCOME / INTRODUCTIONS

Grant Coonley welcomed the board members and guests.

2. PUBLIC COMMENTS

No comments from the public.

3. APPROVAL OF BOARD MEETING MINUTES

- January 18, 2007 – Approved as presented

4. FINANCIAL STATEMENT FOR 2006

Richard Moon, CPA, presented the Financial Statements for the Years Ended December 31, 2006 and 2005. Mr. Moon noted that was a deficiency of \$5,648 in net assets for the year

2006 due to an unexpected increase in Ocean Express operating costs (fuel). Members who have questions regarding the Financial Statement should call Richard Moon at (310) 484-0800.

5. EXECUTIVE DIRECTOR'S REPORT

A. Ambassador Program

Jim Sakalis was recognized for his proactive communication program (email tree with security staff) which led to the arrest of a wanted burglar at an El Segundo property.

B. Ocean Express Program:

January 07 - 4,650 24% Inc. over 2006 – 3,743

February 07 – 3,931 6.5% Inc. over 2006 – 3,688

2 Month Period – 8,581 15% Inc. of 2006 7,431

Meeting with Manhattan Beach contacts to organize a Concierge Day – Monday, April 30th

C. Keep it Clean:

Cindy Birchall – employed by Gateway to L.A. effective March 1st.

Steve Lyons – vacated his position and Chrysalis is looking for a replacement.

Sidewalk repairs on Glasgow and Century Blvd. – Price quotes were requested for tree root cutting and sidewalk repair for locations on Glasgow, and Century Blvd. City permits to repair the sidewalk are in process. Cost to trim and replace trees, and repairs damaged sidewalks are being applied for. Cost of work will be shared between Gateway to L.A. and property owners.

D. Community Outreach:

Upcoming event Westchester Rotary's Employee's Appreciation Day Fashion Show & Lunch – April 25 at the Radisson Hotel

Proceeds to Benefit the Firestation 95; LAPD Pacific Division Boosters; and Westchester Rotary Club.

6. RESOLUTION TO ELECT NEW BOARD MEMBER – Action Item

Board Members voted unanimously to elect Stephen Hall from the LAX Marriott to the Board of Directors replacing Jim Burns who has taken a new position in Orlando, Fla.

7. CERRELL ASSOCIATES UPDATE -

John Howland reported that there is nothing new to report regarding the effort to restrict "special events" on Century Blvd. or other streets directly adjacent to LAX. He also reported on the status LAX Modernization and the LA Chamber of Commerce's Aviation Committee meeting.

8. RECYCLING PROGRAM UPDATE

Joe Maturino from the Bureau of Sanitation gave a recap of the analysis that was gathered by the Bureau of Sanitation:

- 12,000 tons of trash are generated by Gateway businesses

- 10,000 tons of trash are currently going to a landfill (20% recycled)
- Achievable goal for recycling – 50%
- 15% of properties currently recycling in some form

The next step in implementing a Recycling Program is to initiate an RFP process.

Once the waste hauler(s) is selected, the Bureau of Sanitation will offer training to employees at participating properties on how and what can be recycled.

Dan Meyers from the Bureau of Sanitation gave a briefing on the Food Waste Disposal Program.

- Food waste includes all organic waste
- The Bureau of Sanitation offers training to restaurant staff
- Restaurants and hotels are among the businesses currently included in this program
- The city offers free set up of an organic waste recycling program
- Plans are to expand the program city-wide in 3 years.

9. SPECIAL GUEST SPEAKER – BUD OVROM, DEPUTY MAYOR OF HOUSING AND ECONOMIC DEVELOPMENT

Bud Ovrom, representing the Mayor's Business Team, addressed the group regarding issues of concern to the office building owners and expressed a commitment to work with Gateway property owners to maximize the potential in this area. The major issue of concern is the 3 million sq. ft. of vacant office space in West L.A. The mayor's office sees filling this office space as an economic opportunity. Reasons that have been identified as causing the high vacancy rate are the gross receipts / business license tax, weak reputation, and no commercial restaurants. Mr. Ovrom noted that our neighbor to the South – El Segundo – has a 12% vacancy rate compared to 30 – 40% on Century Blvd. A possible solution can be found in the establishment of an enterprise zone which would allow the City of incentives to new business including the possibility of a business tax reduction and/or reduction in utility rates.

First step to address the problem is holding a meeting with property owners. Mr. Ovrom agreed to meet with an ad hoc committee of property owners within the next few weeks to seek input on how best to address the problems.

Input from Office Building owners and representatives stressed that a reduction in the Gross Receipts Tax would have the biggest impact in attracting new business, and that a reduction in utility rates would not attract new tenants.

Meeting adjourned.